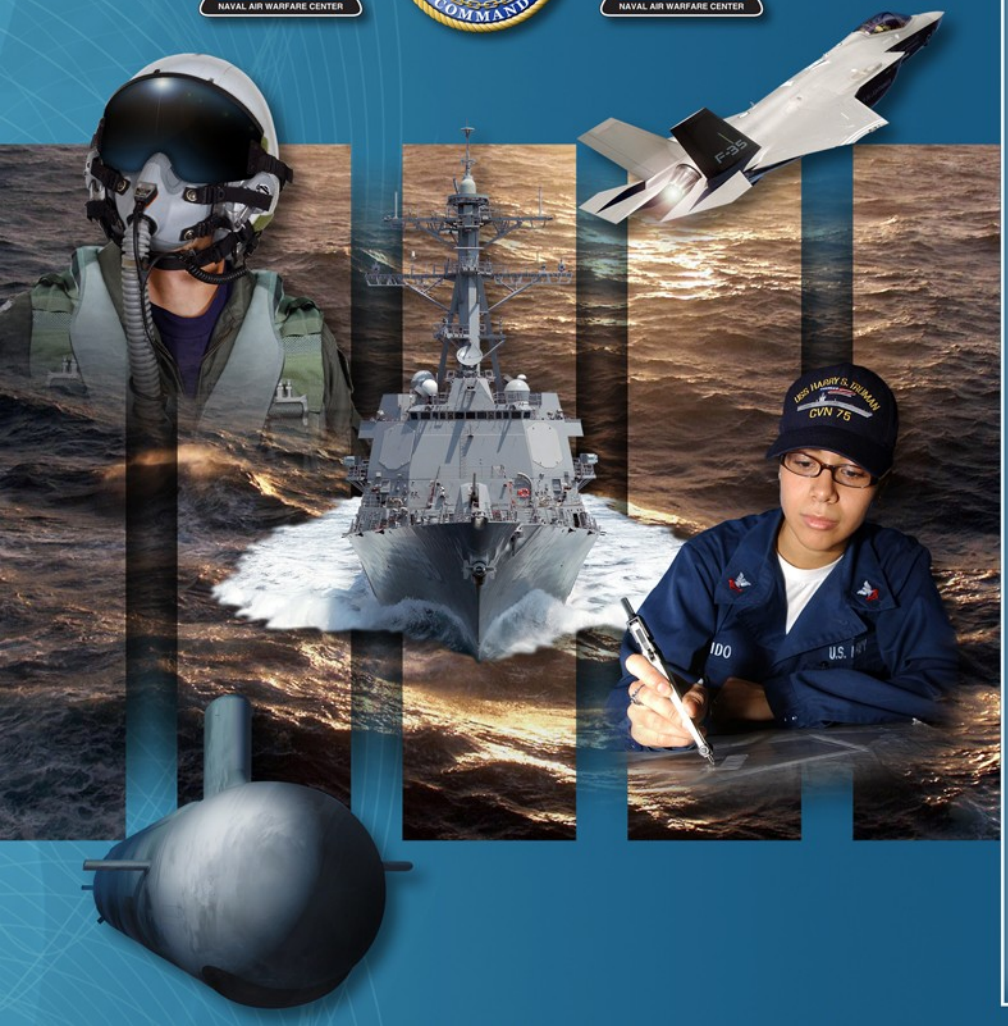
NAVAL AIR WARFARE CENTER
TRAINING SYSTEMS DIVISION
ORLANDO FLORIDA



I/ITSEC 2010
Briefing to Industry

Tony Delicati
Director of Contracts

2-Dec-2010

Discussion Items

- Acquisition Guidance and Trends
  - Source Selection
  - Contract Types
  - Subcontracting Arrangements
  - Direct & Indirect Rates
  - USD(AT&L) Acquisition Efficiency Guidance Roadmap
- Pre-positioned contract instruments “progress report”
  - TSC III
  - PORTS
  - COVE
  - FTSS III
  - TDPC
  - HPM&A
  - SeaPort-e CSS

Source Selection

- DoD Source Selection Procedures guide forthcoming
  - Mandatory use for all best value, negotiated, competitive acquisitions utilizing FAR Part 15 procedures
  - Anticipate continued use of separate Technical Rating and Proposal Risk assessments
  - Experience embedded under technical factor or as a separate factor
- Expect increased emphasis on DoN Energy Initiatives and TOC in proposal evaluations and best value tradeoff source selections
- Discussions
  - Although typically not required, expect increase in usage

Contract Types & Subcontracting Arrangements

- **Contract Types**
  - T&M
    - Don't expect use as principle contract type; likely to see CPFF as an alternative
    - Rare & discriminate use for select portions of work scope
  - FFP desired when circumstances warrant
  - Incentive Contracts
    - Award fee contracts not likely
    - Incentive contracts gaining popularity
  - Single Award Task/Delivery Order contract
    - Highly scrutinized at all levels
- **Subcontracting Arrangements**
  - "Bait & switch" tactics highly unpopular
  - Joint pursuit of partnerships that best support on-time delivery of warfighter capability at an affordable cost

Direct & Indirect Rates

- Great deal of attention on DCMA/DCAA
  - In process of eliminating redundancies and better defining roles/responsibilities
  - DCAA aligning audit resources to areas of greatest risk
  - Expect increased use of FPRRs

Acquisition Efficiency Guidance Roadmap

- Secretary Gates has directed the Department to pursue Efficiency Initiatives
- "Better Buying Power" Guidance affects the ~$400B spent annually on contracts for goods and services
- 23 principal actions organized in 5 major areas
- Failure to realize savings will result in lost capability to the warfighter, which is not an alternative

Acquisition Efficiency Guidance Roadmap (Continued)

Target Affordability and Control Cost Growth

- Mandate affordability as a requirement
- Drive productivity growth through Will Cost/Should Cost management
- Eliminate redundancy within warfighter portfolios
- Make production rates economical and hold them stable
- Set shorter program timelines and manage to them

Incentivize Productivity & Innovation in Industry

- Reward contractors for successful supply chain and indirect expense management
- Increase Use of FPIF contract type where appropriate using a 50/50 share line and 120% ceiling
- Adjust progress payments to incentivize performance
- Extend the Navy's Preferred Supplier Program to a DoD-wide pilot
- Reinvigorate industry's independent research and development and protect the defense technology base

Acquisition Efficiency Guidance Roadmap (Continued)

Promote Real Competition

- Present a competitive strategy at each program Milestone
- Remove obstacles to competition
  - Require negotiations with all single bid offerors with basis of negotiations being cost or price analysis using non-certified data
  - Require open systems architectures and set rules for acquisition of technical data rights
- Increase dynamic small business role in defense marketplace competition

Improve Tradecraft in Acquisition of Services

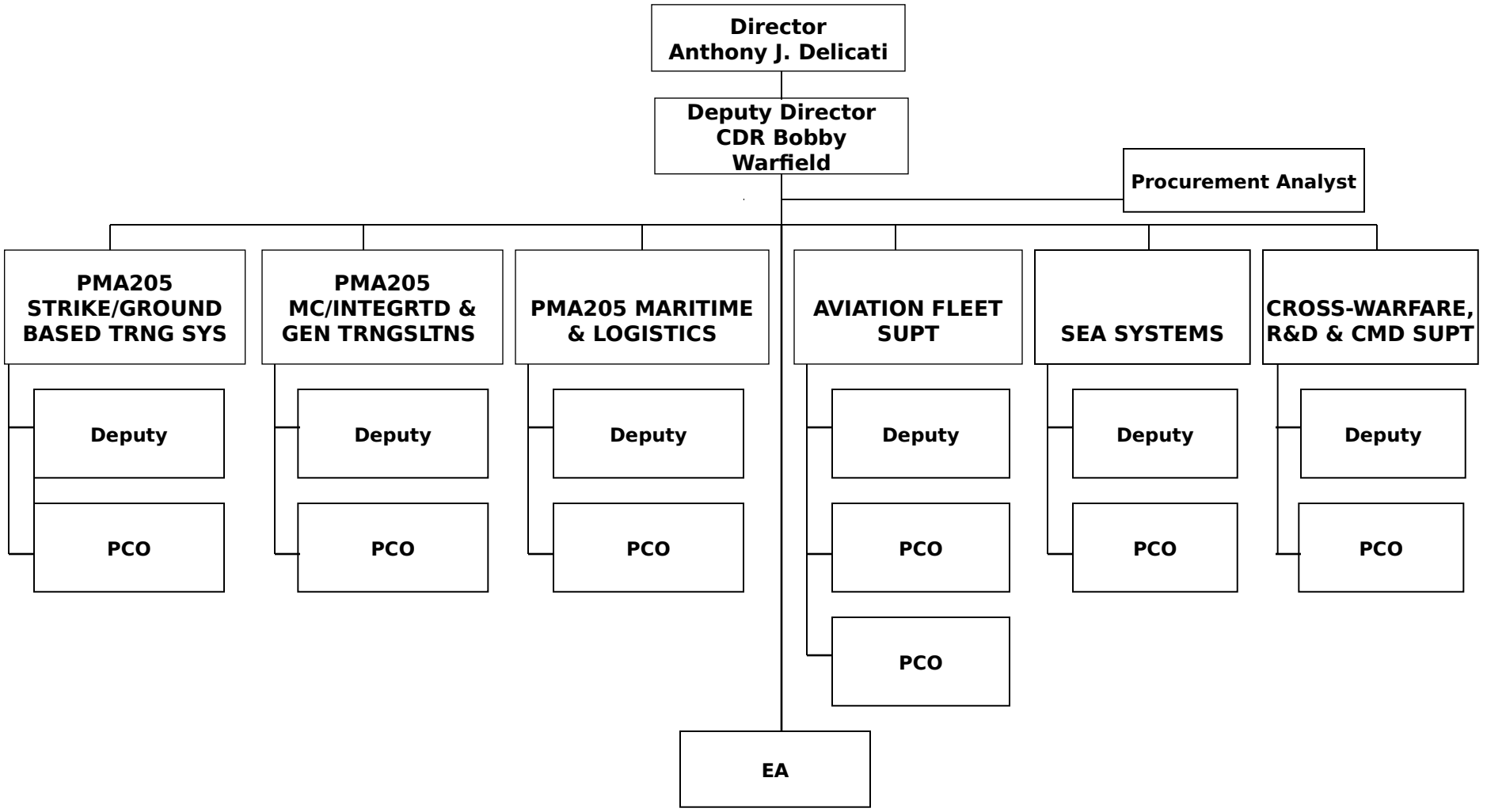
- Create a senior manager for acquisition of services in each component
- Adopt uniform taxonomy for different types of services
- Address causes of poor tradecraft in services acquisition
  - Assist users of services to define requirements and prevent creep via requirements templates
  - Enhance competition by requiring more frequent re-competes of knowledge-based services
  - In single bid situations where fewer than 30 days response time offered, re-advertise for additional 30+ day period
  - Limit use of T&M and award fee contracts for services

Acquisition Efficiency Guidance Roadmap (Continued)

Reduce Non-Productive Processes and Bureaucracy

- Reduce # of OSD level reviews
- Eliminate low-value-added statutory processes
- Reduce by half, the volume and cost of internal and congressional reports
- Reduce non-value added overhead imposed on industry
- Align DCMA and DCAA processes to ensure work is complementary
- Increase use of Forward Pricing Rate Recommendations (FPRRs) to reduce administrative costs

NAWCTSD Contracts Organization



"Progress Report" of Significant In-Process and Planned Omnibus Contract Instruments

- **Holistic approach with command "Product Line" serving as the focal point**
- **Overarching Objectives**
  - **Partner with the most capable and proven industry performers**
  - **Support small business and socio-economic interests and appropriately balance these interests with C/S/P risk**
  - **Enable rapid response capability to fulfill warfighter needs**
  - **Offer Program Managers an appealing alternative for their toolkit**

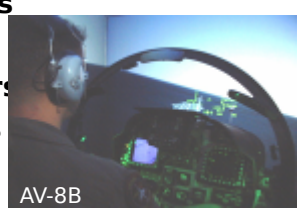
Disclaimer

- **The information about to be presented affords industry partners insight into on-going and pending acquisitions**
- **Significant portions of the information are planning in nature and are subject to change throughout the acquisition planning and acquisition strategy approval process, and in response to NAVAIRSYSCOM, DASN(A&LM) and DPAP peer reviews**
- **The PCO is your source for the most current information**

PRODUCT LINE

TRAINING SYSTEMS

- New/Modified Training Systems
  - Aircrew Trainers
  - Operational Flight Trainers
  - Weapon Systems Trainers
  - Maintenance Trainers
  - Shiphandling Trainers
  - Tactics Trainers
  - Engineering / Damage Control Trainers


AV-8B

TaCOVE

TRAINING CONTENT

- Courseware Development
- Curriculum
  - New Development
  - Updates

NSS CBT

Sustainment

TRAINING SERVICES

- Operation & Maintenance Services
- Instructor Services
- COTS Courseware Acquisition
- Full Spectrum Services

INTELLECTUAL SERVICES

- Research & Development
  - Experimentation & Studies
  - Prototypes
  - SBIR
  - Protection of Human Subjects
- Analysis
  - Front End Analysis
  - Requirements Analysis
  - Media Selection
- Work Year Support

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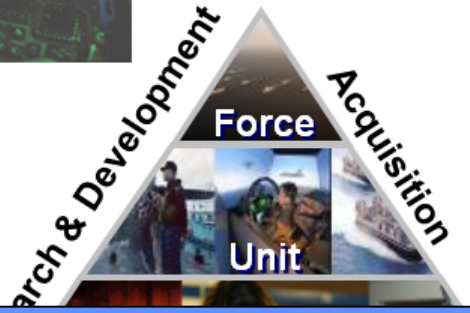
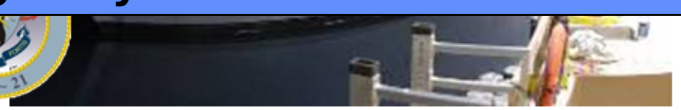


- **Training Systems Contract (TSC) III MAC**
  - **Primary Scope: Training Systems and modifications including *complementary* ISD products**
  - **Ordering period: 7 years (base of 5 years and two 1-yr options)**
  - **Ceiling amount: ~$2B**
  - **RFP issued: 27 October 2010**
  - **Proposals due: 23 December 2010**
  - **Awards anticipated: August 2011**
  - **PM: Brian Hicks**
  - **PCO: Greg Dougherty**

- Full Spectrum Services



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TRAINING CONTENT

- Courseware Development
- Curriculum
  - New Development
  - Updates

- **Navigation, Seamanship & Shiphandling Conning Officer Virtual Environment (NSS COVE) Training System Single Award ID/IQ contract**
  - **Scope: Design, development, installation, testing, documentation, modification, and maintenance of hardware and software configurations to meet current and future training requirements**
  - **Ordering period: 5 years**
  - **Ceiling amount: ~$49M**
  - **Sources sought issued: March 2010**
  - **DRFP issuance anticipated: March 2011**
  - **RFP issuance anticipated: May 2011**
  - **Award anticipated: November 2011**
  - **PM: Scott Burlingame**

PRODUCT LINE

TRAINING SYSTEMS

- New/Modified Training Systems
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TRAINING CONTENT

- Courseware Development
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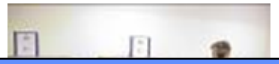

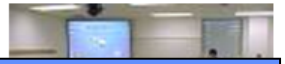

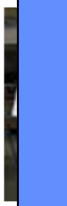

- **PC-Based Open Architecture Reconfigurable Training Systems (PORTS) Single Award ID/IQ contract**
  - **Scope: Various combat system, sensor and propulsion engineering simulation applications, modifications and upgrades for the PORTS based architecture**
  - **Ordering period: 5 years**
  - **Ceiling amount: ~$49M**
  - **Sources sought issued: March 2010**
  - **DRFP issued: October 2010**
  - **RFP issuance anticipated: January 2011**
  - **Award anticipated: June 2011**
  - **PM: Mark Treadwell**
  - **PCO: Andrea Gordon-Eubanks**

PRODUCT LINE

TRAINING SYSTEMS

- New/Modified Training Systems
  - Aircrew Trainers
  - Operational Flight Trainers

Fielded Training Systems Support (FTSS) III MAC

- Primary Scope: Contractor Operation & Maintenance Services and Contractor Instructional Services
- Ordering period: 8 years (base of 5 years and three 1-yr options)
- Ceiling amounts: $900M (Unrestricted MAC) and $80M (SBSA MAC)
- Awards: Unrestricted MAC – December 2010; SBSA MAC – July 2010
- PM: Deborah Barnes
- PCO: Tom Courtney

TRAINING SERVICES

- Operation & Maintenance Services
- Instructor Services
- COTS Courseware Acquisition
- Full Spectrum Services

TRAINING CONTENT

- Courseware Development
- Curriculum
  - New Development
  - Experimentation & Studies
  - Prototypes
  - SBIR
  - Protection of Human Subjects
- Analysis
  - Front End Analysis
  - Requirements Analysis
  - Media Selection
- Work Year Support

PRODUCT LINE

TRAINING SYSTEMS

- New/Modified Training Systems
  - Aircrew Trainers

- **Training Data Products (aka "ISD") MAC**
  - **Scope: "Independent" ISD products and services**
  - **Ordering period: 8 years (base of 5 years and three 1-yr options)**
  - **Ceiling amount: ~$780M**
  - **Sources sought issued: January 2010**
  - **DRFP issuance anticipated: Late December 2010**
  - **RFP issuance anticipated: Late January 2011**
  - **Awards anticipated: November 2011**
  - **PM: CDR Frank Silebi**
  - **PCO: Tom Courtney**

TRAINING SERVICES

- Operation & Maintenance Services
- Instructor Services
- COTS Courseware Acquisition
- Full Spectrum Services

TRAINING CONTENT

- Courseware Development
- Curriculum
  - New Development
  - Updates

INTELLECTUAL SERVICES

- Research & Development
  - Experimentation & Studies
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  - Protection of Human Subjects
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  - Requirements Analysis
  - Media Selection
- Work Year Support

PRODUCT LINE

- **Research & Development Single Award ID/IQ Contract**
  - **Scope: Broad range of research & development and computer services to facilitate the customization and application of *Human Performance Modeling and Assessment (HPM&A)* to satisfy Navy mission Human Systems Integration (HSI) measurement and evaluation requirements.**
  - **Ordering period: 5 Years**
  - **Ceiling amount: ~$7M**
  - **RFP issued: September 2010**
  - **Proposals Due: November 2010**
  - **Award anticipated: March 2011**
  - **TPOC: John Hodak**
  - **PCO: Matt Fehl**

Canceled

TRAINING SERVICES

- Operation & Maintenance Services
- Instructor Services
- COTS Courseware Acquisition
- Full Spectrum Services

Sustainment

INTELLECTUAL SERVICES

- Research & Development
  - Experimentation & Studies
  - Prototypes
  - SBIR
  - Protection of Human Subjects
- Analysis
  - Front End Analysis
  - Requirements Analysis
  - Media Selection
- Work Year Support

PRODUCT LINE

TRAINING SYSTEMS

- New/Modified Training Systems
  - Aircrew Trainers

TRAINING CONTENT

- Courseware Development
- Curriculum

- **SeaPort-e Task Order for NAWCTSD Workforce Augmentation**
  - **Scope: Contractor support services to NAWCTSD cross-functional competencies**
  - **Length of task order: 3 years**
  - **Value of task order: ~$45M**
  - **RFP issuance anticipated: January 2011**
  - **Award anticipated: May 2011**
  - **PM: CDR Greg Owens**
  - **PCO: Rebeca Gonzalez**

TRAINING SERVICES

- Operation & Maintenance Services
- Instructor Services
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Sustainment

INTELLECTUAL SERVICES

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PRODUCT LINE

TRAINING SYSTEMS

- New/Modified Training Systems
  - Aircrew Trainers

TRAINING CONTENT

- Courseware Development
- Curriculum

- **SeaPort-e Task Order for NAWCTSD ISEO On-Site Workforce Augmentation**
  - **Scope: Engineering and Technical Support Services to NAWCTSD 4.6.4**
  - **Length of task order: 5 years**
  - **Value of task order: ~$87M**
  - **DRFP issuance anticipated: January 2011**
  - **RFP issuance anticipated: February 2011**
  - **Award anticipated: June 2011**
  - **PM: Rick Lecky**
  - **PCO: Rebeca Gonzalez**

TRAINING SERVICES

- Operation & Maintenance Services
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NAWCTSD Business Opportunities Website

- Accessed at: "*http://nawctsd.navair.navy.mil/EBusiness/BusOps/Index.cfm*" - "Open Acquisitions" link
- Used for acquisitions >$10K
- Does not serve as a substitute for Government Point of Entry posting requirements for acquisitions >$25K (i.e. "*www.fedbizopps.gov*")
- Includes acquisitions conducted under NAWCTSD's Multiple Award Contracts